Indian Institute of Technology, Bombay

Department of Humanities and Social Sciences

Ph.D Entrance Examination (Autumn Semester 2013)

Subject: **Psychology**

Date: December 4, 2013 Marks: 100

Write your Roll no. and Name on the question paper and answer booklet.

The exam consists of two parts. In Part I, you may answer any three questions.

There is no negative marking in Part II. Part I is worth 60 marks and Part II 40 marks.

Return the question paper and the answer booklet to the examiner at the end of the examination.

**Roll No.:** **Name:**

## Part 1

*Answer any 3 of the following*

(20 marks each)

1. Discuss Transformational and Transactional style of leadership? Which do you think plays a more important role in the success of an organization today and why?
2. Distinguish between person-job fit and person-organization fit.
3. In the context of motivation theories discuss ways that organizations or institutions could boost productivity.
4. Health 'a right' or 'a luxury'. Discuss with contemporary examples
5. Describe the stress response from a physiological, psychological & environmental perspective.
6. Describe some characteristics of the heuristics and biases people use while making judgments or reaching decisions?
7. Attempt any three of the following:

    a. Stages of creativity
    b. Memory disorders
    c. Insight Problem solving
    d. Recency and Primacy effect

SHOUT
SHARE
IT

## Part II

(40 marks)

Circle the correct alternative

1. For every ten boxes of biscuits that Ramu sells, the shopkeeper gives him Rs.10/-. Ramu is being reinforced on what schedule?
   a. fixed ratio
   b. fixed interval
   c. variable ratio
   d. variable interval

2. Sohan noticed that whenever he used the electric can opener, his dog would come into the kitchen and act hungry, drooling and barking. He reasoned that because he used the can opener to open the dog's food, the sound of the can opener had become a(n).....

   a. unconditioned stimulus
   b. conditioned stimulus
   c. unconditioned response
   d. conditioned response

3. In creativity, incubation generally follows which stage?
   a. preparation
   b. illumination
   c. verification
   d. fixation

4. All of the following are symptoms of someone who had damage to the Wernike's area except
   a. the inability to speak
   b. the inability to comprehend
   c. utter neologisms (novel words)
   d. lesion or damage in an area of the left hemisphere

5. In which of Piaget's stages would a child who has just developed object permanence, be?

   a. sensorimotor

   b. preoperational

   c. concrete operational

   d. formal operational

6. Knowing that the definition of psychology is the scientific study of behavior and mental processes is an example of a

a. prototypical concept

b. formal concept

c. natural concept

d. mental image

7. The basic units of sound in language are called

a. morphemes

b. phonemes

c. semantics

d. syntax

8. Erikson's stage of psychosocial development analogous to old age is

a. identity versus role confusion

b. intimacy versus isolation

c. generativity versus stagnation

d. integrity versus despair

9. A reversible figure, such as the Necker cube, makes use of which principle of perception?

a. shape constancy

b. expectancy

c. depth perception

d. figure-ground relationships

10. A disturbance in the ability to speak, read or write is called

    a. blindsight

    b. aphasia

    c. apraxia

    d. spatial neglect

11. At times, highly pertinent messages, such as one's name, can be heard on the unattended channel in a shadowing task. This supports

    a. feature integration theory

    b. attenuation theory

    c. early selection theory

    d. prototype theory

12. Schema-guided construction of episodic memories that interpret, embellish, integrate and alter encoded memory representation is called

    a. selective interpretation

    b. autobiographical recollection

    c. reconstructive retrieval

    d. assimilation

13. Dissociative amnesia is different from retrograde amnesia because

    a. only memories of the past are lost in retrograde.

    b. the ability to form new memories is lost in retrograde.

    c. dissociative amnesia is caused by a physical blow to the head.

    d. dissociative amnesia is caused by psychological trauma.

14. Which of the following is not an intelligence scale?

    a) Stanford Binet
    b) WISC
    c) KAIT
    d) DAT

15. Sternberg's triarchic model of intellience provides three aspects of intelligence. These are:

a) Analytical, creative, practical
b) Convergent thinking, divergent thinking, memory
c) Units, Chunks, Relations
d) Ability, reasoning, Innovation

16. Which of these is not a projective technique?

a) Rorschach Inkblot Test
b) Thematic Apperception Test
c) Rosenzweig Picture Frustration test
d) Catell's 16 PF

17. Numerical Indices derived from population data are _____; numerical indices derived from sample data are _____.

a. Statistics; statistics
b. Parameters; parameters
c. Statistics; parameters
d. Parameters; statistics

18. Which is the BEST example of a representative sample?

a) You ask your fellow students to be participants in a study of adult memory
b) You ask people from your residential complex to participate in your study
c) You choose people randomly shopping in a mall to respond to your survey
d) You choose people randomly from the telephone directory to respond to your survey.

19. Which of the following would indicate the strongest relationship between two variables:

a) +1.04
b) -0.89
c) +0.75
d) +0.54

20. Double blind studies control for:

a) The placebo effect
b) The experimenter effect
c) The placebo and the experimenter effect
d) Extrinsic motivation

21. Organic structures are characterized by

a) high formalization, high complexity and centralization

b) high formalization, low complexity and centralization

c) low formalization, high complexity and centralization

d) low complexity, low formalization and decentralization

22. An assessment center is

a) an HR exercise before an employee exits the organization

b) series of exercises of typical managerial situations with candidates participation

c) candidates observed by evaluators combined into appraisal summary

d) both b & c

23. According to Fiedler, successful leadership depends on

a) leader-member relations, task structure, leader position power

b) leader-management relations, task structure, leader position power

c) leader-member relations, task, leader's power

d) leader management relations, task, leader's power

24. A role is:

a) a relative ranking of a person in the group

b) the extent to which an individual member is attracted to the group

c) an individual's view of how he or she should act

d) a set of expected behaviors and duties

25. According to Equity Theory

b. Those under-benefited are more motivated to seek equity in a relationship

c. Both the under-benefited and over-benefited are motivated to seek equity

d. Satisfaction is dependent on the alternatives available

e. Males are more concerned with being under- benefited

26. Which of these is one of the four leadership styles suggested in Path Goal Theory?

a) supportive

b) autocratic

c) democratic

d) task oriented

27. A case that shows a very extreme score relative to the majority of cases in the data set is known as a(n)

a. descriptive statistic
b. extremist
c. outlier
d. none of the above

28. Which measure of variability is the most easily interpreted ?

a) interquartile range
b) sum of squares
c) standard deviation
d) variance

29. If a set of scores has a mean of 100 and a standard deviation of 5.00, what is the variance of the standard scores?

a. 1.00
b. 5.00
c. 25.00
d. Cannot be determined

30. As the degrees of freedom associated with an estimate of a population value increase, the accuracy of the estimate tends to

a) decrease

b) increase

c) stay the same

d) sometimes increase sometimes decrease

31. Beta is the probability of

a) making a Type I error

b) making a Type II error

c) correctly rejecting the null hypothesis

d) none of the above

32. The standard error of the mean can never be directly calculated from a set of of sample data.

a) true
b) false

33. Matching can be used to control for

a. confounding variables

b. disturbance variables

c. both confounding and disturbance variables

d. neither confounding nor disturbance variables

34. A change in one's behaviour due to the real or imagined influence of other people is a definition of

a. compliance
f. informational social influence
g. normative social influence
h. cognitive assonance

35. Sai assumes that the poor grade on her exam is due to the fact that she is working too many hours at her job, but assumes that the poor grade of the student sitting next to her is due to laziness. Sai's attitude best illustrates

a. differential attribution bias

b. contextual salience

c. actor observer effect

d. fundamental attribution error

36. According to Daryl Bem's self perception theory, when internal cues about attitudes or personality are ambiguous or weak, people

a. cannot form accurate self perceptions

b. engage in introspection to determine how they feel

c. compare their behaviour with others

d. infer their internal states by observing their own behaviour

37. Research shows that venting anger by shouting

a. improves health

b. inhibits aggressive feelings in others

c. increases aggressive feelings

d. decreases aggressive feelings

38. Those with an interdependent self concept are more likely to be concerned about discrepancies between the actual self and

a. the ideal self

b. the ought self

c. the alter self

d. the possible self

39. Sudhir Kakar's work is closest to _____

a. Klein's metapsychology

b. Jung's collective unconscious

c. Erikson's identity psychology

d. Murray's personology

40. The Thematic Apperception Test was developed by:

a. Sigmund Freud

b. Alfred Adler

c. Henry Murray

d. Karen Horney

***Please check that you have written your Roll no and Name on Pg 1 and return the question paper with the answer booklet to the invigilator.***